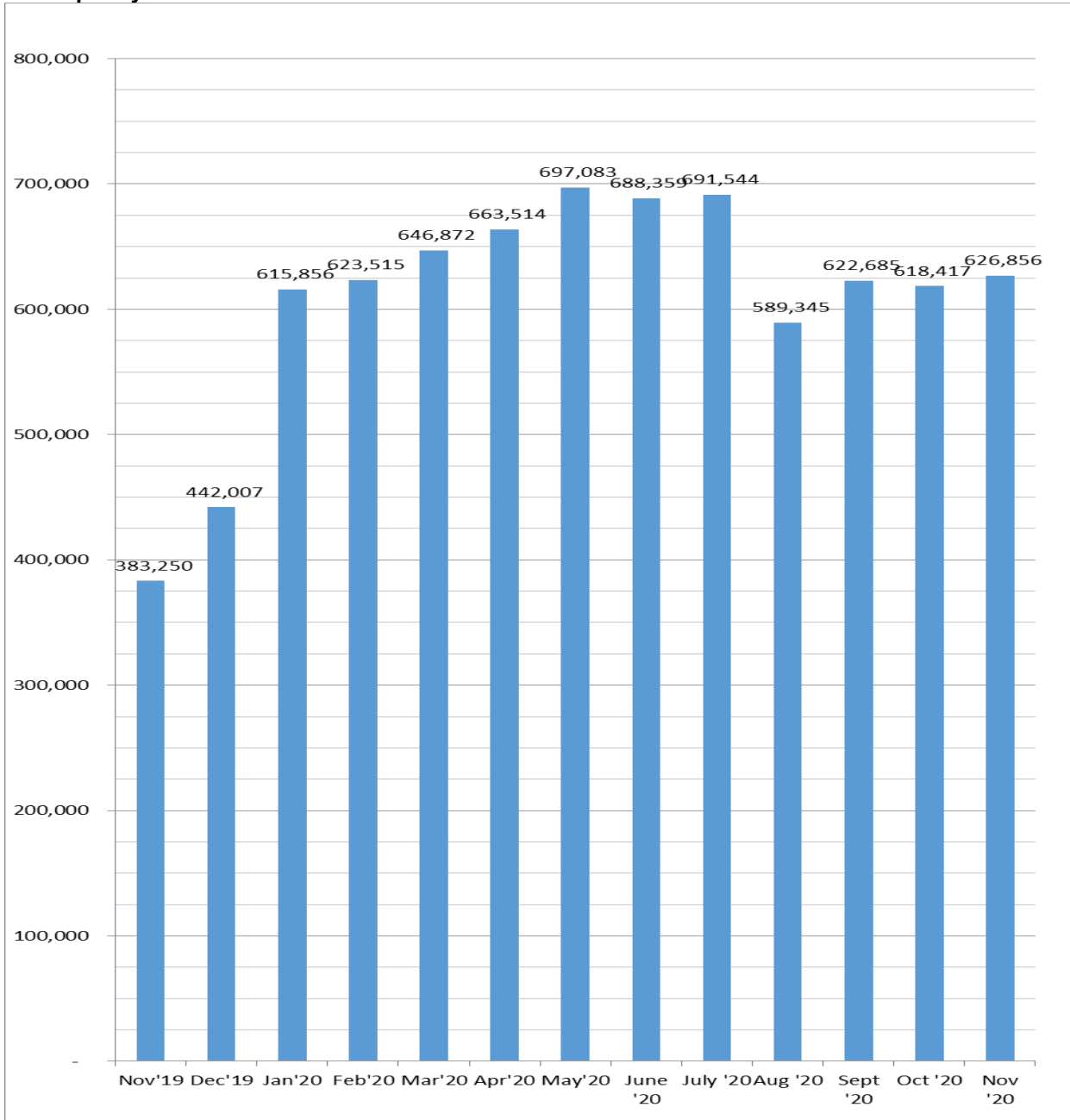


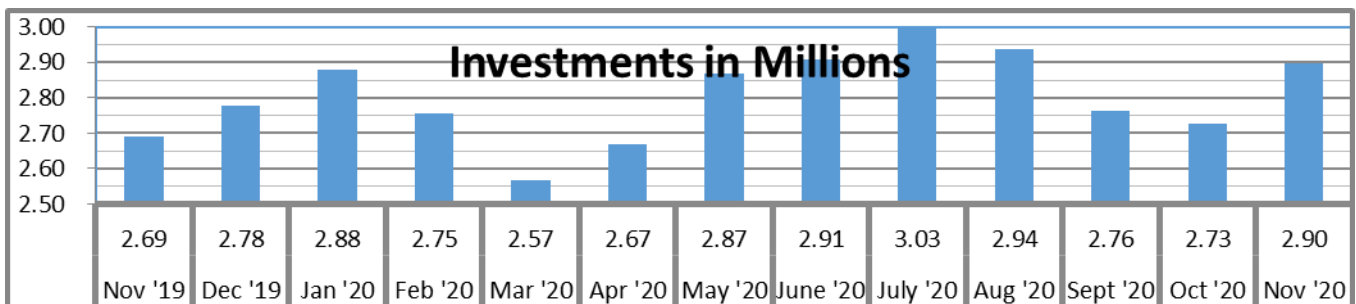
Controller's Report for Nov '20 Period 8 FY 20-21

Net Liquidity Reserve Chart



Investment Balances

(Consists of Short Term and Long Term Investments; excludes Charitable Gift Annuities)



Controller's Report for Nov '20 Period 8 FY 20-21 (continued)

Financial Summary

	Nov '20 Actual	Nov '20 Budget	Nov '20 Variance	YTD Actual	YTD Budget	YTD Variance	YTD FY 19-20 Actual
<u>Operations</u>							
Operating Revenue	129,525	179,227	(49,702)	760,790	988,317	(227,527)	1,006,414
Operating Expenses	112,694	140,544	(27,850)	827,403	1,009,777	(182,374)	1,126,749
Net Surplus/(Deficit) Before Non-Operating Expenses	16,831	38,683	(21,852)	(66,613)	(21,460)	(45,153)	(120,335)
Funds Released from Restriction							
Transition Fund Revenue	3,329	-	3,329	75,830	-	75,830	45,000
Transition Fund Expense	6,789	-	6,789	40,461	-	40,461	11,022
Total Funds Released from Restriction	(3,460)	-	(3,460)	35,369	-	35,369	33,978
Net Surplus/(Deficit) Before Non-Operating Expenses	13,371	38,683	(25,312)	(31,244)	(21,460)	(9,784)	(86,357)
<u>Non-Operational</u>							
Investments (net unrealized gains)	232,048	-	232,048	654,965	-	654,965	-
Depreciation	23,557	-	23,557	188,456	-	188,456	-
Net Surplus/(Deficit) After Non-Operating Expenses	221,862	38,683	183,179	435,265	(21,460)	456,725	(86,357)

- For the month of November, we have a surplus of \$16K. We show a surplus of \$222K after non-operating expenses made up of net unrealized investment gains of \$232K for the month and depreciation expense of (\$23K). We show a year-to-date deficit from operations of (\$66K) compared to a prior year deficit of (\$120k). We have a year-to-date non-operational surplus of \$435K which includes net unrealized gains of \$654K and depreciation expense of (\$188K) for the year.
- Member Services had surplus of \$67K vs. a prior year surplus of \$73K for the month of November due to membership continuing to decline. A portion of this decline is due to the COVID-19 cancelling of various Regionals and the National Convention. Our membership total for November '20 is 10,288 compared to November '19 of 11,171. Membership signed up 66 new members (33 Contributing and 33 first-time) along with reinstating 21 members.
- Development had a surplus of \$13K for the month of November due to the annual appeal and has a year-to-date surplus of \$79K which includes the following donations:

\$71,342 in contributions

\$26,489 in transition funds released from restriction

In 2019 we had a surplus of \$25K which included the following donations:

\$37,901 in contributions

\$45,000 in transition funds released from restriction

It is great to see our contributions have increased over the prior year.

- The Net Liquidity for the month is \$626,856 for the month of November and is maintaining above \$400,000.

Controller's Report for Nov '20 Period 8 FY 20-21 (continued)

- Total donations for the month totaled \$27,452.

General operating donations	\$24,762
Facility-Restricted donations	\$ 240
Development-Restricted donations	\$ 1,000
Endowment donations	\$ 1,450
- Investments (without charitable annuities of \$237,123) totaled \$2,895,616 (at market value). Our investment dividends for November totaled \$8,220 and totaled \$34,026 for the year.

The museum had 106 visitors to the museum in the month of November (25 of those were NAWCC members). It is so great to see visitors in the museum, library and gift shop. There is no bus tour traffic at this time; which effects our admission numbers and sales. The library has answered 325 research questions and lent out 240 books since April. There are still no workshops running due to COVID-19.

I would like to thank all the members who helped us to raise money with the 2020 ExtraOrdinary Give Event. We raised \$7,087.

Our PPP Loan which covered salaries and benefits for 24 weeks was forgiven.

Jennifer Byers, Controller

December 10, 2020

Member Services Report -November 2020

Stacey Strayer, Member Services Manager

Individual Memberships	Nov 30	Oct 31	Sept 30	Aug 31
*Regular/Student/Youth	9,097	9,169	9,288	9,345
Associate	581	594	598	596
Life	209	211	211	211
Total Individual	9,887	9,974	10,097	10,152

Contributing Memberships

Brass	118	111	108	108
Silver	47	48	45	45
Gold	19	20	19	19
Platinum	14	14	14	14
Ruby	1	1	1	1
Diamond	1	1	1	1
Total Contributing	200	195	188	188

Business Memberships

Regular	191	193	194	196
Silver	6	7	6	6
Gold	3	3	3	3
Platinum	1	0	1	1
Ruby	0	0	0	0
Total Business	201	203	204	206

Total Membership	10,288	10,372	10,489	10,546
Gain/Loss	-84	-117	-57	-82

*Regular with Online Only Publications and Student/Youth – 1,797 (17%)

*International (included in figures above) –599

Institutional Subscription Bulletin subscribers – 15

Membership Categories

Application Source

	Regular	Assoc			TOTAL					
	Business	Student	First-			Mail	Phone	Web	Event	Telemarketing
November 20	Contributing	Youth	Time	Intro						
New	33	0	33	0	66	8	2	56	0	0
Rei	21	0	0	0	21	7	3	11	0	0

Suspended Members

Dec 1 (Nov 30 expiration)

Nov 1 (Oct 31 expiration)

Total

219
188

Paid-to-date

105

Net

83

Dropped Due to Non-Payment

Oct 1 (Sept 30 expiration)

199

Dropped Due to:

Deaths	11
Resignations	5

FY / YTD Totals – 4/1 to 11/30			Total Individual Membership
	New Members	Retention /Loss	
2020 / 2021	515	-1670	10,097
2019 / 2020	545	-1085	11,171
2018 / 2019	601	-1141	11,252
2017 / 2018	478	-478	11,792

Phone Logs	469
Helped member	234
Helped non-member	58
Redirected	54
Renewal	110
New/Rei member	13